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RECEIVED

May 3, 2002

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. EDETAL COMMUNICATIONS COMMISSION

OFFICE OF THE SECRETARY

**BY HAND** 

Ms. Marlene H. Dortch Secretary Federal Communications Commission 236 Massachusetts Ave, NE Suite 110 Washington D.C. 20002

Re: CC Dkt. No. 96-98

Dear Ms. Dortch:

On April 24, 2002 I wrote Commissioner Michael Copps thanking him for agreeing to meet with Rodney Page, Executive Vice President of Marketing and Strategic Development at Access Integrated Networks, Mr. Joseph Gillan, an economic consultant employed by the company, and William C. Talmadge of this law firm.

I enclosed with the letter background information which I thought might be useful in the meeting.

Copies of the letter and the background materials are attached.

Please feel free to call me if you have any questions or require further information.

William Commisse

William C. Talmadge

**Enclosures** 

cc:

Commissioner Michael Copps

Rodney Page

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# KING & SPALDING

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April 24, 2002

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The Honorable Michael J. Copps Commissioner Federal Communications Commission 445 12th Street SW Washington, DC 20554 PROCEDUL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Dear Commissioner Copps:

Thank you for agreeing to meet with me and representatives of our clients, Access Integrated Networks, on April 30. As you know, I am far from an expert in telecommunications; and I can empathize with others who seem somewhat puzzled by the bewildering prolixity of scientific and economic claims and assertions which characterize this issue.

I am confident that Messrs. Page and Gillan will be able to provide real world perspective from the actual competitive front lines that have materialized since the enactment of the 1996 legislation. I am enclosing background information which I hope will prove useful to you and your staff.

I look forward to our meeting which I believe will result in a fruitful and useful exchange of views on this subject.

Sincerely,

William C. Talmadge, Esq.



## The Company

Access Integrated Networks, Inc. is a rapidly growing provider of communications services to small businesses in the Southeastern region of the U.S. Access provides local and long distance services to its customers through independent sales agents.

Access' business is built around providing an uncommon level of CARE to its customers. Its commitment to the best customer CARE in the business is based on its core belief that Customers Are Really Everything! Our customers' calls are typically answered within 10 seconds by a 'live' customer service representative who is capable of handling any request/issue with no transfers.

Access is a "Competitive Local Exchange Carrier" ("CLEC") that was founded in September 1996 by highly experienced executives to take advantage of the opportunities created in the local exchange market by the passage of the Telecommunications Act of 1996.

Access was certified as a CLEC in the State of Georgia in September 1997 and is currently authorized to provide local exchange and long distance service in all BellSouth exchanges in Georgia, Alabama, Kentucky, South Carolina, Florida, Tennessee, North Carolina, Louisiana and Mississippi.

Lastly, and perhaps most importantly, Access is a company that adheres to the highest ethical standards when dealing with its customers, prospects, agents, employees, suppliers and other constituencies.

## **ACCESS' Strategies**

Access believes that it has developed unique and innovative strategies to enter the local exchange market in the Southeast. Access has the capability to provide customer care unavailable elsewhere in the industry. Its targeted market segments and broad geographical focus encompass some of the most rapidly growing markets in the country.

#### **Broad Geographic Focus**

Access' product sourcing strategy allows it to serve small business customers in many smaller cities and towns that would not enjoy the benefits of a competitive option to the incumbent Bell company in the foreseeable future. The company has found the secondary and tertiary markets eager for new local phone service options.

#### Small Business Focus

Access has identified the small business segment (defined as those customers with 1 to 100 employees) as their primary market. Our customers have an average of 3-4 business lines. Nationally, firms with less than 500 employees represent a large potential market for telecommunications services with 81% of them having 9 or fewer employees. These companies:

- Employ 53% of the private non-farm work force.
- Contribute 47% of all sales in the U.S.
- Produce 51% of the private gross domestic product.



## **ACCESS...Involved in the Community**

Access supports many programs and non-profit organizations in Macon and in various cities throughout our region.

During 2001, Access became a major local sponsor of the Susan G. Komen Race for the Cure for Breast Cancer. In addition to a monetary contribution, seventeen of our ninety employees participated in the walk to raise money for breast cancer research.

This year, Access also became the presenting sponsor of The March of Dimes Golf Classic hosted annually by the local Macon chapter of The March of Dimes. As with the Komen Race for the Cure, Access provided more than just financial resources to bring about the event. Employees were allowed time off to participate in the planning of the event and were also allowed to set aside their duties for a day to volunteer at the tournament, which is played on a Monday.

In the Fall of 2001, Access Integrated Networks will be introduced at the Macon Symphony Orchestra's season premier as one of their newest major sponsors.

Other agencies and programs that Access has sponsored or given donations include The Macon Sertoma Club, The American Cancer Society, The Macon Civic Club, The Better Business Bureau Torch Awards, Vine-Ingle Senior Little League, Big Brothers and Big Sisters of Cordele, The Red Cross, and The Junior League of Macon.

### **ACCESS...A Good Place to Work**

The company is convinced that motivated employees that are fulfilled on the job and who enjoy their work are the keys to providing our customers the service they deserve.

The company works diligently in the employee screening process to identify individuals with the skills and knowledge to perform successfully on the job. And, we look for individuals that will fit into our culture of excellence and self-motivation.

The intense screening has worked! Voluntary employee turnover is minimal. When an employee goes to work for Access, he or she stays with Access.

And, the work environment is not the only reason. Through a stock option plan, ALL of our employees are owners of the company. It's their company and that fact is clear with their contribution to the company's success.

The company's compensation and benefits are second to none in the community...when compared to large or small companies.

But, perhaps more importantly, the valued employees of Access have created a work environment that respects each individual and fosters a level of quality that has been a hallmark of the company since its inception.



# **ACCESS...Vital Statistics**

	Lines	Market Area	Customers	Employees
1999	11,000	GA, AL	3,600	17
2000	38,000	GA, AL, SC, TN, KY	12,500	60
2001	62,000	GA, AL, SC, TN, KY, NC, MS, LA, FL	21,000	90
April 2002	80,000	GA, AL, SC, TN, KY, NC, MS, LA, FL	26,500	135

## Southeastern Communities Served

State	Number of Communities Served		
Alabama	75+		
Florida	70+		
Georgia	110+		
Kentucky	25+		
Louisiana	50+		
Mississippi	120+		
North Carolina	60+		
South Carolina	70+		
Tennessee	120+		
TOTAL	700+		